View of an industrial partner

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Personal experience in EU projects

- My personal experience of EU grants is based on the past 20 years of activity……

- I have been myself a recipient of a Marie Curie grant that allowed me to cover my PhD salary at my early stages……

- I have been involved in a number of Brite Euram, FP4, FP5, FP6 and FP7 projects……

- I was participating representing an academic institution first, then a public research center and a private company (SME) more recently……

Definitely I cannot say that I have not been supported by EU grants throughout my life so far……

Why a company should look for EU projects

- Access to EU projects is granted virtually to anyone, and the reliability of teams is practically self-checked – the coordinator's commitment - great approach for growth!

- SME's involved in EU projects have a significant opportunity to evaluate and sustain their respective technologies and ideas

- A significant portion of the value that is created for industries is not immediately tangible – personal relationships, deeper understanding, hiring, side projects, consultancies

- It is essential for an SME to be already sufficiently networked on its own in order to be involved in fruitful EU projects with the right team and appropriate role, budget and goals

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Lessons learned

- The spirit and time scale of EU projects are not making them the shortest path to develop a start-up business

- Generic calls are good opportunities but very challenging and competitive – although they are designed to support new ideas, chances to get funded are so limited..

- Dedicated calls are sometimes too specific and bounded by every sentence in the call text that companies may find difficult (sometimes weird) to fit to them appropriately

- The desired balance of EU consortia is often problematic – very rarely an applied R&D project can be really developed at best by selecting partners from many different countries and far from each other – language / technical aspects / distance are barriers against cooperation

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A company view..

- IP protection
  - Background 🙂
  - Foreground ☹

- Preparing a proposal is a very high risk task!

- Financial reporting is straightforward!

- Technical reporting is difficult!

In summary

- I personally miss large EU supported networks: I recall SCENET 1 & 2 as the best times for my community!

- EUCARD has played a similar role in the recent past - in small - also due to limited budget per team

- Private and public entities do not have enough opportunities yet for networking on very technical topics

- More straightforward access to Grants for temporary transfer of people between different countries – easier application, shorter delays, more flexibility